## **KREC Approved Continuing Education Providers**

Schools are listed alphabetically. Scroll through the pages to find available courses by school.

1st Attempt	(At Your Pace On	line)			
531 NE F Stre	=	Code @YourP		Alternate Loca	tion/Contact Inf
Grants Pass, OR 97526		Tony Bowers			
www.ayporeal	estate.com	contact@atyourpaceonline.com	<u>1</u>		
Phon∈(877) 72	24-6150	Tim Bell		tim @ atvaurna	noonling com
Fax				tim@atyourpad	ceonline.com
Course O	<u>fferings</u>		Hours	Classroom	Distance
E16617	Equality and Money in	Real Estate	6		✓
E16618	Fair Housing, Financir	ng & Legal Agreements	9		✓
M16624	Required Salesperson	& Broker Core	3		✓
MB6621	Required Broker Core	: Trust Account & Brokerage Mgmt	3		<b>✓</b>
360 Training	Com				
_	ac Expwy Ste 100	Code 360		Alternate Loca	tion/Contact Inf
Austin TX 787	• •	Dini Nash			
www.agentcar	mpus.com	dini.nash@360training.com		faisal.sarosh@	360training.c
Phon∈(888) 36	60-8764	Lin Gomez			
Fax (512) 85	53-2657	lin.gomez@360training.com			
Course O	<u>fferings</u>		Hours	Classroom	Distance
A16457	Estimating the Gross I	Living Area	3		✓
A16460	Real Estate Appraisal		3		✓
E16454	1031 Real Estate Excl	hange	3		✓
E16455	Asset Management		3		•
E16456	Deeds		3		✓
E16458	Home Inspection		3		✓
E16459	Liens, Taxes and Fore	eclosures	3		✓
E16461	Real Estate Math		3		✓
E16462	Real Property Owners	hip and Land Use	3		✓
E16463	Titles and Records		3		✓
Advanced Pa	adon Technologie	ne .			
640 Scott St	adon recimologic	Code AdvRado		Alternate Loca	tion/Contact Inf
Valley Center	KS 67147	Amy Anderson			
•	ntechnologies.com	amy@advancedradontechnolog	gies.co		
Phon∈(316) 64	10-1146				
Fax					
Course O	<u>fferings</u>		Hours	Classroom	Distance
E16592	Radon Education in R	eal Estate	3	✓	

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	emy of Real Estate				A11 1 1	/O ( ( l f
12021 E 13th			Code PENFED Patty L Sanders		Alternate Locat	ion/Contact Inf
Wichita KS 67			pattys@penfedrealty.com			
Phone (316) 4			party of pornounding room.			
Fax (316) 42						
Course O	<u>fferings</u>			Hours	Classroom	Distance
E16466	NAR Code of Ethics			4	✓	
E16467	Short Sale and the Con	nsum	er	3	✓	
E16468	Helping the Consumer	Nego	otiate the Deal	3	✓	
E16469	Lawsuits and the Real I	Estat	te Transaction	3	✓	
E16470	Title Insurance and Clo	sing:	: How to Protect and Better Se	3	✓	
E16471	Property Inspections, V	Vhat	a Consumer Should Know	3	✓	
E16472	Informing Customers of	n Ra	don Issues	3	✓	
E16473	ABC's of Mortgage Len	nding		3	✓	
E16482	Nailing it all Together			3	✓	
E16593	Understanding Flooring	g Rela	ated Issues for HomeOwners	3	✓	
E16722	Science of Remodeling	)		3	•	
M16464	Required Salesperson	& Bro	oker Core	3	$\checkmark$	
MB6465	Required Broker Core:	Com	nmon Violations	3		
Career Educ	ation Systems Inc					
8600 Ward Pl	_		Code CES		Alternate Locat	ion/Contact Inf
Kansas City N	•		Mark Barker		727 N Waco Ave, Ste 170	
www.ceskc.co			www.acabaan.aam		Wichita KS 67202 (Sch Co	
Phon∈(800) 74 Fax	48-7715		www.cecheap.com		(816) 444-7277	
Course O	<u>fferings</u>			Hours	Classroom	Distance
A16106	Appraisal Essentials			3	<b>✓</b>	
E16037	Selling New Homes in t	the 2	000s	3	<b>V</b>	
E16038	Showing Homes: Sellin	ng Wi	thout Misrepresentation	3	<b>✓</b>	
E16039	Organizational Skills fo	r the	Fiduciary	3	<b>✓</b>	
E16040	Making Contracts and F	Peop	le Understandable	3	<b>✓</b>	
E16041	Monopoly - It's Not Just	t a G	ame Anymore	3	✓	
E16042	Prospecting: Educating	the	Public About Real Estate Serv	3	✓	
E16043	Financing in the 2000s			3	✓	
E16044	Lawsuits			3	✓	
E16045	Examining Offer: Chang	ging	"For Sale" to "Sold"	3	✓	
E16046	Fair Housing - The Issu	ue Isr	n't Black and White	3	✓	

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E16047	Home Styles and Design: What's Old, What's New	3	✓	
E16048	Priced to Sell: It Can Be Done	3	✓	
E16049	The Marketing Process: List to Sell	3	✓	
E16050	New Home Construction	3	✓	
E16051	New Home Construction	3		✓
E16052	Demonstrating Commercial Property with Power	3	•	
E16053	Pricing Commercial Property with Power	3	•	
E16054	Building a Real Estate Team	3	<b>✓</b>	
E16055	Understanding Environmental Issues	3	✓	
E16056	Contract for Deed: How to Use Effectively	3	✓	
E16057	Lease Option/Purchase	3	✓	
E16058	Getting Started in Office Property	3	✓	
E16059	Understanding Agency I - Theory and Practice	3	✓	
E16060	Understanding Agency II - Service Delivery (REBAC)	3	✓	
E16061	Understanding Agency III - Marketing and Promotion (RE	3	✓	
E16062	Understanding Agency IV - Relocation/Office Policy (REB	3	✓	
E16063	Commercial Lawsuits: Be Careful Out There	3	✓	
E16064	Commercial Leasing: Plugging Loopholes	3	<b>✓</b>	
E16065	1031 Exchanges	3	<b>✓</b>	
E16066	1031 Exchanges	3		✓
E16067	Contracts	3	<b>✓</b>	
E16068	Home Inspections: Slaying the Deal Killer	3	<b>✓</b>	
E16069	Scruples - A Guide to Ethical Decision Making	3	<b>✓</b>	
E16070	Negotiating	3	<b>✓</b>	
E16071	Real Estate Confronts Reality	3	•	
E16072	Service Power	3	•	
E16073	Listing Presentations That Sizzle	3	<b>✓</b>	
E16074	Using Technology to Serve Real Estate Consumers	3	<b>✓</b>	
E16075	Anatomy of a House	3	<b>✓</b>	
E16076	Title Work: Avoiding Problems and Getting Deals Closed	3	•	
E16077	The Code of Ethics	3	•	
E16078	The Code of Ethics	3		<b>✓</b>
E16079	Missouri Core Curriculum: Real Property Law	3	✓	
E16080	Missouri Core	3		<b>✓</b>
E16081	Non-Risky Business	3	✓	
E16082	Property Management	3	✓	
E16083	Commercial Code of Ethics	3	✓	

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E16084	Commercial Missouri Core	3	<b>✓</b>	
E16085	Effective Negotiating for Real Estate Professionals - Part	3	<b>✓</b>	
E16086	Effective Negotiating for Real Estate Professionals - Part	3	<b>✓</b>	
E16087	Creating Wealth Through Residential Investing	3	<b>✓</b>	
E16088	FHA Today	3	✓	
E16089	Closing the Deal	3	<b>✓</b>	
E16090	Survive and Thrive in a Declining Market	3	✓	
E16091	Meth: What Every Agent Should Know	3	✓	
E16092	Meth: What Every Agent Should Know	3		✓
E16093	Short Sales and Foreclosures	3	✓	
E16094	Mortgage Fraud and RESPA	3	<b>✓</b>	
E16095	Real Estate Law	4	<b>✓</b>	
E16096	Effective Negotiating	3		✓
E16097	Foreclosures and Short Sales	3		✓
E16098	Creating Wealth Through Residential Investing	3		<b>✓</b>
E16099	Missouri Core: Representation Options	3	<b>✓</b>	
E16100	How to Attract More Buyers and Create More Sales	3	<b>✓</b>	
E16101	Shopping Center Leasing: Going Green and Lease Negot	3	<b>✓</b>	
E16102	Missouri Core: Representation Options	3		<b>✓</b>
E16103	Credit Scores	3	<b>✓</b>	
E16104	Short Sales and Foreclosures: What Real Estate Professi	6	<b>✓</b>	
E16105	Fair Housing	3		•
E16107	Mortgage Fraud	3	<b>✓</b>	
E16108	Broker Price Opinion Resource	6	<b>✓</b>	
E16109	Networking and Real Estate	3	<b>✓</b>	
E16110	Staging a Home: Benefitting Clients and Customers Alike	3	<b>✓</b>	
E16111	Economic Development Financing	3	<b>✓</b>	
E16477	Certified Negotiation Expert	9	✓	
E16551	Identity Theft	3	<b>✓</b>	
E16552	Representation Options in the Commercial Spotlight	3		✓
E16566	Virtual World: Protecting and Promoting Client Interests	3	✓	
E16703	Why Do You Do What You Do?	3	<b>✓</b>	
M16032	Required Salesperson & Broker Core	3	<b>✓</b>	
M16033	Required Salesperson & Broker Core	3		✓
M16557	Required Salesperson & Broker Core: Commercial Spotli	3		✓
MB6034	Required Broker Core: Managing Your Brokerage	3	<b>✓</b>	
MB6035	Required Broker Core: Experienced Agent Issues	3	<b>✓</b>	

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MB6036	Required Broker Core		3		<b>✓</b>
MB6556	Required Broker Core	: Commercial Spotlight	3		✓
	Center II, 3100 Cumberl 339 ebschool.com 32-7649	E Learning Corporation) Code CENGA Dana Taulli realestate@careerwebschool direct 770-200-2521	l.com	Alternate Loca	tion/Contact Inf
Course O			Hours	Classroom	Distance
E16118	Pricing Property to Se	II	6		<b>✓</b>
E16119	Basic Real Estate Fina		6		<b>✓</b>
E16120	Methods of Residentia	al Finance	6		<b>✓</b>
E16121	Tax Advantages of Ho	ome Ownership	6		✓
E16122	Tax Free Exchanges		3		✓
E16123	Ethics in Real Estate		3		<b>✓</b>
E16124	ADA and Fair Housing	]	3		<b>✓</b>
E16125	Real Estate Math		3		<b>✓</b>
E16126	Federal Law and Com	mercial Real Estate	3		<b>✓</b>
E16128	Income Capitalization	Overview	3		✓
E16129	Sales Comparison App	proach	3		✓
E16130	Cost Approach Overvi	ew	3		✓
E16131	Green Home Features	S	3		✓
E16132	Green Home Construc	ction	6		✓
MB6112	Required Broker Core	- Business Management in a Real	6		✓
MB6113	Required Broker Core	- Commercial Finance and Investn	n 6		✓
MB6114	Required Broker Core	- Commercial Leases	6		✓
MB6115	Required Broker Core	- Commercial Sales and Exchange	<del>)</del> 6		✓
MB6116	Required Broker Core	- Principles of Commercial Real Es	s 3		✓
MB6117	Required Broker Core	- Structuring Ownership in Comme	9 6		✓
CBIZ Accour 700 W 47th S Kansas City M Phone(816) 94 Fax (816) 89	1O 64112 45-5533	Sory of KC, Inc Code CBIZ Scott Slabotsky sslabotsky@cbiz.com		Alternate Loca	tion/Contact Inf
<u>Course O</u> E16675		conomic Outlook Conference	Hours 6	Classroom <b>✓</b>	Distance

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Council of R	esidential Specia	lists			
	an Ave Ste 300	Code CRS		Alternate Loca	tion/Contact Inf
Chicago IL 60611 www.crs.com		Regina Harvey			
		rharvey@crs.com		Ext 4440	
Phone (800) 40					
Fax (312) 3			Hours	Classroom	Distance
Course O		l anda lata Olasiana	Hours	Classroom	Distance
E16665	CRS 120 Converting I		8		
E16666	CRS 121 Win-Win Ne	egotiation Techniques	8	<b>V</b>	
E16667	CRS 122 Building a T	eam to Grow Your Business	3	✓	
E16668	CRS 200 Business Pla	anning and Marketing for Residentia	9	✓	
E16669	CRS 201 Listing Strat	egies for the Residential Specialist	9	✓	
E16670	CRS 202 Effective Bu	yer Sales Strategies	9	✓	
E16671	CRS 204 Buying and	Selling Income Properties	9	✓	
E16672	CRS 205 Financing S	olutions to Close the Deal	9	✓	
E16673	CRS 206 Technologie	es to Advance Your Business	9	✓	
E16674	CRS 210 Building an	Exceptional Customer Service Refer	9	✓	
Dennis Wals 2222 Colony Newport Bead		Code WALSH Jenny Vita jvita@sellnewhomes.com		Alternate Loca	tion/Contact Inf
Phone (949) 75 Fax (949) 76	34-4252 06-3502				
Course O	offerings		Hours	Classroom	Distance
E16627	Certified New Home S	Specialist - Part One	3	✓	
E16628	Certified New Home S	Specialist	9		✓
E16629	Residential Constructi	ion Certified	9		<b>✓</b>
<b>Department</b> One Federal I	<b>of Veteran's Affai</b> Dr	rs Code DVA		Alternate Loca	tion/Contact Inf
St Paul MN 5	5111	Tim Knutson		x3716	
		timothy.knutson@va.gov			
Phone (800) 83					
Fax (612) 9			Herms	Classin	Dieterra
Course O	<u>rtterings</u>		Hours	Classroom	Distance

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**✓** 

VA Home Loans Educational Seminar

E16174

Phon∈(913) 26	Blvd Ste 190 k KS 66211 EstatePlan.com	Code GAUGH Christopher Gaughan Chris@MidwestEstatePlan.com	<u>m</u>	Alternate Loca	tion/Contact Inf
Fax (913) 90 <u>Course O</u>			Hours	Classroom	Distance
E16689		bled or Deceased Clients	3	✓ Classiooiii	
9401 Indian C Overland Park Phone (871) 33 Fax	creek Pkwy Ste 450 k KS 66210	Code IQWEAL Brent Hecht brhecht@gmail.com		Alternate Loca	tion/Contact Inf
Course O	fferings		Hours	Classroom	Distance
E16690	RE Taxes during 3 Pha	ses of Ownership	3	✓	
3644 SW Bur Topeka KS 66	6611-2050 ealtoreducation.com	Code KAR Rod McIntyre rmcintyre@kansasrealtor.com Diane Denham (785) 267-3610 Ext 2129	l	Alternate Loca (785) 267-361 jhovey@kansa	
Course O	<u>fferings</u>		Hours	Classroom	Distance
E16019	Negotiation		3	✓	
E16020	Stellar Seller Services		3	✓	
E16193	Understanding the Res	idential Structure (GRI 102R)	9	✓	
E16194	Legal Environment of F	Real Estate (part of GRI 103R)	4	✓	
E16195	Legal Environment of F	Real Estate	4		✓
E16196	Contract Law (part of G	GRI 103R)	4	✓	
E16197	NAR Code of Ethics an	d Kansas RE License Law - REAL	4	✓	
E16198	Real Estate Investment	t and Management (GRI 105R)	9	✓	
E16200	Environmental Issues in	n Your RE Practice	8		•
E16201	Introduction to Comme	rcial RE Sales	6		•
E16202	Red Flags		4		•
E16203	Risk Management		4		•
E16204	Uncovering Mold in Rea	al Estate	4		•
E16205	Legal Consideration for	the Real Estate Professional (GR	l 8	✓	
E16207	Taxation and the Real	Estate Professional (GRI 107E)	6	✓	
E16208	Fundamentals of Invest	tment Real Estate	4		✓

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E16209	How to Determine the Valu of a Rental Property	4		<b>✓</b>
E16210	Fundamentals of 1031 Exchanges	4		<b>✓</b>
E16211	Relocation is a Team Sport	3	•	
E16212	Code of Ethics "Behave Yourself"	3	•	
E16213	Tech Tips GRI 106E	4	<b>✓</b>	
E16214	Outlook E-Marketing Strategies (GRI 106R)	4	<b>✓</b>	
E16215	Fair Housing for the Residential Real Estate Professional	3	✓	
E16216	Client Service: A meeting of the Minds (GRI 108)	4	✓	
E16217	Contract Law and Formation	4	✓	
E16218	Contract Law and Formation	3	✓	
E16219	NAR Code of Ethics and the Kansas Real Estate License	4	✓	
E16220	Don't Come Up Short: Guiding Clients through the Tough	3	✓	
E16222	Today's Technology for the RE Professional	8	✓	
E16223	Smart Business - Smart Money	4	<b>✓</b>	
E16224	How to Work with Real Estate Investment - Sellers	4	✓	
E16225	Real Estate Investing Made Easy	4	<b>✓</b>	
E16226	Price it Right: How to Determine What a Rental Property i	4	✓	
E16227	Exchangin Made Easy: How to do a Real Estate Exchang	4	<b>✓</b>	
E16228	Delivering Beneficial Buyer Services	4	✓	
E16229	Foundations: How They Work and How to Keep Them Dr	4	<b>✓</b>	
E16230	Structural Concepts: Walls and Roofs	4	✓	
E16231	Understanding the Energy Envelope: Windows, Doors an	4	<b>✓</b>	
E16232	Finishes: Understanding Houses Inside and Out	4	<b>✓</b>	
E16234	Doing it Right: Smoothing the Process for Buyer and Sell	3	•	
E16236	The Code of Ethics: Our Promise of Professionalism	4		✓
E16237	Customer Driven Service	3	✓	
E16238	KCRAR Forms - Mastering the Changes	3	<b>✓</b>	
E16243	KS Real Estate License Law and NAR Code of Ethics	4		$\checkmark$
E16244	Outlook E-Marketing Strategies	6	✓	
E16500	SKILLS TO SERVE TODAY'S SAVVY CONSUMER	3	<b>✓</b>	
E16564	Mastering Real Estate Negotiating	4		$\checkmark$
E16579	Tax Considerations for Home Owners	4		✓
E16580	Contract Law for Real Estate Professionals	4		$\checkmark$
E16613	Successful Buyer Client Systems	4	✓	
E16622	Successful Seller Client Systems	4		•
E16623	Real Estate Investing Made Clear	4		<b>✓</b>
E16685	Safety Matters	3	✓	

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E16691	Priority Pricing		3	✓	
E16692	Economy 360		3	✓	
E16693	BBQ'ing Those Sacre	d Cows	3	✓	
E16694	REALTOR on the Go		3	✓	
E16695	Customer Before Con	npany	3	✓	
E16696	Super Simple Video: I	Be the Star of your Own YouTube C	3	✓	
E16697	Cooperation: Improving	ng Customer Service	3	✓	
E16723	Beneath the Surface:	Understanding the Anatomy of a Ho	6		✓
E16741	Meeting the Needs of	Buyers and Sellers	4		✓
M16175	Required Salespersor	n & Broker Core	4	✓	
M16176	Required Salesperso	n & Broker Core (part of GRI 103R)	4	<b>✓</b>	
M16177	Required Salespersor	n & Broker Core	4		✓
M16178	Required Salespersor	n & Broker Core	3	✓	
M16179	Required Salespersor	n & Broker Core	3		✓
M16180	Required Salespersor	n & Broker Core - Commercial	3	✓	
M16181	Required Salespersor	n & Broker Core: Agency Options	3	✓	
M16182	Required Salespersor	n & Broker Core HS-QS	4	✓	
MB6184	Required Broker Core	e: Salesperson Supervision, RESPA	4	✓	
MB6185	Required Broker Core	e - Common Violations: Identify and	4	✓	
MB6186	Required Broker Core	e - Common Violations	3	✓	
MB6187	Required Broker Core	e - Common Violations: Identify and	4		✓
MB6188	Required Broker Core	e: Brokerage Management and Com	4	✓	
MB6189	Required Broker Core	e: Procedure Manual and Common V	4	✓	
MB6190	Required Broker Core	e: It's the Law: Common Violations	3	✓	
MB6191	Required Broker Core	e: Broker Supervision and Common	4		✓
MB6504	Required Broker Core	e: Supervision & Common Violations	3	✓	
11345 W Carr Wichita KS 67	'209	Code KAA Cindi Ferguson cindi@kansasauctioneers.com		Alternate Loca	tion/Contact Inf
www.kansasa Phon∈(316) 20 Fax	uctioneers.com 08-6151	<u>ciriure karisasauciiorieers.com</u>			
Course O	<u>fferings</u>		Hours	Classroom	Distance

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✓

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Psychology of Working Your Buyer

E16679

## Kansas City Regional Association of Realtors One Hallbrook Place, 11150 Overbro Code KCRAR

One Hallbrook Place, 11150 Overbro Leawood KS 66211

## www.kcrar.com

Phone (913) 498-1100 Fax (913) 498-1110 Code KCRAR
Jan Pringle
janp@kcrar.com

**Sherry Young** 

Alternate Location/Contact Inf

## SherryY@kcrar.com

Fax (913) 4	98-1110		<u>Sherry i wkcia</u>	1.COIII
Course O	fferings	Hours	Classroom	Distance
E16248	Selling Real Estate Using Income Taxes	3	✓	
E16249	Corporate Relocation: It's a Team Sport	3	✓	
E16252	Behave Yourself! Mandatory Code of Ethics	3	✓	
E16254	This New House	3	✓	
E16255	The World of Warranties	3	✓	
E16256	Inspection Insights	3	✓	
E16259	Consumer Focused Seller Services	3	✓	
E16260	Radon for the Real Estate Transaction	3	✓	
E16261	Real Estate Auctions 101	3	✓	
E16262	Selling Foreclosures and REOs	3	✓	
E16263	Inspection Insights II	3	✓	
E16264	Less than 5 Years Experience?	3	✓	
E16266	Don't Come Up Short	3	✓	
E16269	Advanced Short Sales	3	✓	
E16271	Expanding Housing Opportunities	6	✓	
E16273	Understanding Appraisers	3	✓	
E16276	Mastering REO Transactions	3	✓	
E16277	That Doggone Mold	3	✓	
E16491	Stellar Seller Services	3	✓	
E16492	At Home with Diversity	6	✓	
E16495	Negotiation	3	✓	
E16508	Employer Assisted Housing	3	✓	
E16509	Staging for Faster Sales	3	✓	
E16510	New Home Construction	3	✓	
E16531	Renovation Lending	3	✓	
E16554	RPR: Showing Consumers the Truth	3	✓	
E16581	Historic Properties	3	✓	
E16602	KCRAR Resale Contracts	3	✓	
E16646	Legislation Affecting Homeownership	3	<b>✓</b>	
E16647	Safety Matters	3	<b>✓</b>	
E16678	RPR Advanced: The Pricing Bullseye	3	✓	

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E16726	The Hispanic/Latino Ma	rket	3	✓	
E16736	Cash Flow Analysis		6	✓	
M16582	Required Salesperson 8	& Broker Core	3	✓	
MB6601	Kansas Required Broke	er Core	3	✓	
KSU Agricul KSU Waters H	tural Economics E	Code KSU-Ag		Alternate Loca	tion/Contact Inf
Manhattan KS		Mykel Taylor  mtaylor@ksu.edu  Pich Llowelyn			
Phon∈(785) 53 Fax	32-6702	Rich Llewelyn		rvl@ksu.edu	
Course O	<u>fferings</u>		Hours	Classroom	Distance
A16279	Managers and Appraise	ers Winter Meeting	3	✓	
A16280	Managers and Appraise	ers Summer Meeting	3	✓	
KSU Engine 133 Ward Hal Manhattan KS		Code KSU-En Bruce Snead bsnead@ksu.edu		Alternate Loca	tion/Contact Inf
Phone (785) 55	32-6026	<u>bsnead@ksu.edu</u>			
Course O	_		Hours	Classroom	Distance
E16282	Radon for Real Estate I	Professionals	3	<b>✓</b>	
E16283	Radon for Real Estate I	Professionals	4	✓	
Lamunyon 1541 18th Rd Clay Center K www.lamunyo Phone(785) 63 Fax (785) 63	(S 67432 on.com 32-1259	Code LAMUNY Mike Lamunyon mikelamunyon@gmail.com		Alternate Local P O Box 444	tion/Contact Inf
Course O	offerings		Hours	Classroom	Distance
E16716	Radon Gas: Impact on	Health & Real Estate	3	✓	
P O BOX 101 Independence	e KS 67301 noolofrealestate.com	Code LOWRY Nancy Lowry nancy@lowryschoolofrealesta	te.com	Alternate Local (417) 624-5596 chuck@lowrys	
Course O	efferings		Hours	Classroom	Distance
E16001	Issues Facing Real Esta	ate Licensees	3	<b>✓</b>	
E16296	Listing Presentation		4	<b>✓</b>	
E16297	Listing Presentation		4		✓

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E16298	Listing Presentation	3	✓	
E16299	Listing Presentation	3		✓
E16300	Representing the Buyer Client	4	✓	
E16301	Representing the Buyer Client	4		✓
E16302	Representing the Buyer Client	3	<b>✓</b>	
E16303	Representing the Buyer Client	3		✓
E16304	Fair Housing	4	✓	
E16305	Fair Housing	4		<b>✓</b>
E16306	Fair Housing	3	✓	
E16307	Fair Housing	3		<b>✓</b>
E16308	New Home Construction	4	✓	
E16309	New Home Construction	4		<b>✓</b>
E16310	New Home Construction	3	✓	
E16311	New Home Construction	3		<b>✓</b>
E16312	Code of Ethics	4	✓	
E16313	Code of Ethics	4		✓
E16314	Code of Ethics	3	✓	
E16315	Code of Ethics	3		•
E16316	Environmental Issues: Mold, Radon and Lead	4	✓	
E16317	Environmental Issues: Mold, Radon and Lead	4		✓
E16318	Environmental Issues: Mold, Radon and Lead	3	✓	
E16319	Environmental Issues: Mold, Radon and Lead	3		✓
E16320	FHA Financing	4	✓	
E16321	Lawsuits	3	✓	
E16322	Representation Options	3		✓
E16323	Representation Options	3	✓	
E16324	Contract Issues	3	✓	
E16325	Negotiating	3	✓	
M16284	Required Salesperson and Broker Core	4	✓	
M16285	Required Salesperson and Broker Core	4		✓
M16286	Required Salesperson and Broker Core	3	✓	
M16287	Required Salesperson and Broker Core	3		✓
MB6288	Required Broker Core: Management	4	✓	
MB6289	Required Broker Core: Management	4		<b>✓</b>
MB6290	Required Broker Core: Management	3	✓	
MB6291	Required Broker Core: Management	3		✓
MB6292	Required Broker Core: Introduction to Commercial Real E	6	✓	

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MB6293	Required Broker Core	: Introduction to Commercial Real E	6		✓
MB6294	Required Broker Core	: Introduction to Commercial Real E	4	•	
MB6295	Required Broker Core	: Introduction to Commercial Real E	4		✓
MB6655	Required Broker Core	: Management/Audits - Contracts	3	✓	
MB6659	Required Broker Core	: Mgmt & Audits: Contracts	4	✓	
McKissock L	Р				
218 Liberty St	<del></del>	Code McKisso		Alternate Locat	ion/Contact Inf
Warren PA 16365		Tom Davidson		Extension 113	
www.mckisso Phone(800) 32		katelyn.cormak@mckissock.com Katelyn Cormak		(866) 739-7277	
Fax (814) 72		katelyn.cormak@mckissock.com		(000)	
Course O	<u>fferings</u>		Hours	Classroom	Distance
A16528	Demystifying Appraisa	als	3		✓
E16329	Fair Housing		4		✓
E16335	Basics of Green Build	ing for Real Estate	3		✓
E16512	Mortgages, Loans and	Laws-How They Help Your Client	3		✓
E16527	A New Look at Contra	ct Law	3		✓
E16550	Give Your Clients the Green Light: Simple Ways to Green				✓
E16571	How to Work with RE Investors-Part 1				✓
E16572	How to Work with RE Investors-Part 2				✓
E16573	Real Estate Safety: P	rotect Yourself During a Showing	3		✓
E16594	It's High Tide you Got	the Facts abt Flood Insurance	3		✓
E16595	The End of the Paper	Trail:How to Conduct Paperless Tra	3		✓
E16596	Short Sales and Fored	closures	3		•
E16598	Navigating a Hot Selle	ers' Market	4		•
E16610	Niche Marketing: Narr	ow Your Focus	3		•
E16612	RE Safety: Protect Yo	urself During the Showing	3		•
E16620	Liens, Taxes & Forecl	osures	3		•
E16652	Getting Down to the F	acts about Fair Housing	3		•
E16653	Know the Code: Your	Guide to the Code of Ethics	3		•
E16654	TILA-RESPA Integrate	ed Disclosure Rule	3		•
E16660	The Basics of Land M	anagement	3		•
E16661	The New FHA Handbo	ook for Real Estate Professionals	3		•
E16707	Urbanization and the	18-hour City	3		•
E16708	Real Estate Investing:	Beyond the Basics	3		•
E16709	Using Retirement Ass	ets to Purchase Real Estate	3		•
E16710	Crowd Funding in Rea	al Estate	3		•
E16711	Millennials are Chang	ing Real Estate: Are You Ready?	3		✓

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				_	_
E16712	Affordable Housing Oppo	rtunities for Low-Moderate Inco	3		✓
E16713	Americans with Disabilitie	es Act ADA	3		<b>✓</b>
E16715	Uncovering the Facts About Mortgage Financing				✓
E16717	National Marketing, Negotiations & Closing the Sale				✓
E16727	How Technology Can Ruin Your Real Estate Business				✓
E16729	Real Estate Safety: Protect Yourself and Your Client				✓
M16326	Required Salesperson and Broker Core: KS BRRETA				<b>✓</b>
MB6327	Required Broker Core: Ka	ansas Trust Fund Handling	3		<b>✓</b>
PDH Acaden P O Box 449 Pewaukee WI www.pdhacad Phone(888) 56 Fax (888) 56	53072 lemy.com 64-9098	Code PDH Chloe Lorenz pdhacademy@gmail.com		Alternate Loca	tion/Contact Inf
Course O	<u>fferings</u>		Hours	Classroom	Distance
E16686	Green Housing Essential	S	3		<b>✓</b>
E16699	Residential Red Flags		3		✓
E16700	Fair Housing Made Easy		3		<b>✓</b>
E16701	Double Trouble Antitrust and Misrepresentation		3		✓
M16688	Required Salesperson ar	d Broker Core	3		<b>✓</b>
MB6687	Required Broker Core: Successfully Managing Your Brok		3		✓
MB6702	Required Broker Core - N	Management: Analyzing the Fina	4		<b>✓</b>
8113-A N Oak Kansas City N	MO 64118 teprepschool.com 55-2087	Code REPREP Ron Levin realestateprepschool@yahoo.c	om.	Alternate Loca	tion/Contact Inf
Course O	<u>fferings</u>		Hours	Classroom	Distance
E16351	Electronic Transactions in	n Real Estate	3		✓
E16353	Going Green in Real Esta	ate: A Guide for the Licensee	3		✓
E16355	Property Disclosures: Wh	at, When and How	3		✓
E16357	Principles of Property Ma	nagement	3		$\checkmark$
E16359	1031 Tax-Free/Tax-Defer	red Exchanges	3		$\checkmark$
E16361	Ethics and the Practice of	f Real Estate	3		<b>✓</b>
E16521	MO Laws Governing the	Transfer of Real Property	3	✓	
E16609	Code of Ethics & Standar	ds of Practice	3	✓	
E16656	Sales Contract Key Issue	s & Red Flags	3	✓	

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E16657	Fair Housing		3	✓	
E16662	Dodd-Frank Act & Title Inst	urance Tips	3	•	
E16676	Credit Score & Identity Theft			✓	
M16346	Required Salesperson and	Broker Core: Brokerage Relati	3	✓	
M16347	Required Salesperson and	Broker Core: Brokerage Relati	3		<b>✓</b>
MB6348	Required Broker Core: Pro-	cedure Manual and Common V	3	✓	
MB6349	Required Broker Core: Procedure Manual and Common V		3		<b>✓</b>
MB6651	Required Broker Core: Broker Supervision & Escrow Acc		3	✓	
RealEstateC 2070 Silver Ci Russellville TI RealEstateCE Phone(888) 89 Fax (888) 59	ity Rd N 37860 E.com	Code RECE Meredith Bell support@realestatece.com		Alternate Loca	tion/Contact Inf
Course O	fferings		Hours	Classroom	Distance
E16643	Building Green		3		✓
E16644	Doing the Right Thing-The	Code	3		✓
E16645	Personal Safety		3		✓
E16664	Avoiding Common Mistakes		3		<b>✓</b>
E16737	Floods and other Natural Hazards		3		•
M16728	Required Salesperson & Broker Core		3		•
MB6642	Required Broker Core: Mar	nagement and Common Violati	3		✓
9457 S UNIVE		CHAPTER Code RLI Maggie Thomas info@ksrli.com		Alternate Loca	tion/Contact Inf
Course O	fferings		Hours	Classroom	Distance
E16677	Land Investment Analysis		9	✓	
Realtors of \$ 170 W Dewey Wichita KS 67 www.sckrealto Phone(316) 26 Fax (316) 26	7202 ors.com 63-3167	Code RSCK Cindi Ferguson cindi@sckrealtors.com		Alternate Loca	tion/Contact Inf
Course O	fferings		Hours	Classroom	Distance
E16425	Auction 101 - Going Once,	Going Twice	3	✓	
E16428	Contract: Friend or Foe? D	epends on What You Know	3	<b>✓</b>	

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E16430	Bringing Buyer Repres	sentation Out of the Stone Age	3	✓	
E16434	Nailing it All Together:	: How to Bring the Nuts and Bolts to	3	✓	
E16436	Boomers and Beyond:	: Working with an Aging Population	3	✓	
E16475	Effective Listings: Fitti	ing the Pieces Together	3	✓	
E16515	Miltary Relocation Pro	ofessional	6	✓	
E16530	Going for the Gold: Co	ontract to Closing	3	✓	
E16574	Back to School: The C	Cool Kids Ethics Course	3	✓	
E16615	Financial Roundtable		3	✓	
E16633	New-Home Constructi	ion & Buyer Representation: Profes	6	✓	
E16649	There's No Such Thin	g as a One Person Tango	3	✓	
E16650	The 3 C's of Leadersh	nip:Credibility,Commitment,Commor	1 3	✓	
E16680	e-PRO Day 1		6	✓	
E16681	Safety Matters = Sma	rt Business	3	✓	
E16682	Apply ICE: Build Your	Business with Incredible Customer	3	✓	
E16683	Negotiate with Confide	ence: Get Results when Interest Co	l 3	✓	
E16684	Pricing Strategies: Ma	astering the CMA	6	✓	
E16698	Commercial Code of E	Ethics	3	✓	
E16714	Smart Growth for the 2	21st Century	4	✓	
E16724	Understanding & Leve	eraging Teams	9	✓	
E16725	Professional Standard	ds	3	✓	
M16514	Required Salesperson	n & Broker Core: Taking the Mystery	, 3	✓	
MB6516	Required Broker Core	: Leadership Safari	3	✓	
Realty School 3241 E Dougle Wichita KS 67 www.rsk.net Phone (316) 68 Fax (316) 68	as 7218 35-3652	Code RSK Larry Rickard Idr685@cox.net		Alternate Loca	tion/Contact Inf
Course O	fferings		Hours	Classroom	Distance
MB6365	Required Broker Core	e - Money and Interest Rates and Br	4		<b>✓</b>
MB6367	Required Broker Core	e - The Settlement Process: Debits a	<b>a</b> 4		•
11601 Granad Leawood KS 6	66211 reeceandnichols.com 66-5635	Code REECEN Kathy McCarty kathymccarty@reeceandniche	ols.com	Alternate Loca	tion/Contact Inf
Course O	fferings		Hours	Classroom	Distance

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E16384	Ninja Selling CRS	6	<b>✓</b>	
E16385	Fair Housing, Antitrust and Agency	3	•	
E16386	Mold Education and Detection	3	<b>✓</b>	
E16387	The Code and the Law	3	<b>✓</b>	
E16388	Federal Fair Housing	3	<b>✓</b>	
E16389	Introduction to New Homes I	3	✓	
E16390	Introduction to New Homes IV	3	✓	
E16391	Negotiating Strategies for Real Estate	3	✓	
E16392	Environmental Concerns Associated with Real Estate Tra	3	✓	
E16393	Minimizing Risk to Environmental Health Hazard	3	✓	
E16394	MO Core: General Issues Regarding Real Estate Practice	3	✓	
E16395	Sold! The Revised Resale Contract of KCRAR	3	✓	
E16396	Code of Ethics	3	✓	
E16397	Agents and Home Inspections	3	✓	
E16398	Introduction to FHA	3	✓	
E16399	Keeping it Legal	3	✓	
E16400	SFR Designation Course - Short Sales and Foreclosures	6	✓	
E16401	Negotiate This!	3	✓	
E16402	Accredited Buyer Representative	9	✓	
E16403	Commercial Real Estate Law and Disorder	3	✓	
E16404	Renovation Lending	3	✓	
E16405	Selling HUD Homes	3	•	
E16406	Successfully Selling HUD Homes	3	✓	
E16407	Generation Buy	6	•	
E16408	Green 100: Real Estate for a Sustainable Future	6	✓	
E16409	BPOs: The Agent's Role in Valuation Process Course	6	✓	
E16410	Green 200: The Science of Green Building	6	•	
E16411	Price-Valued and the Money Game	3	✓	
E16412	Pitfalls of Developing Real Estate	3	•	
E16413	Green 300: Greening Your Real Estate Business	6	•	
E16453	SRES: Seniors Real Estate Specialist Designation Course	9	•	
E16474	Advanced Short Sales: Closing the Deal	3	✓	
E16576	CRS 201 Listing Strategies for the Residential Specialist	9	•	
E16631	TILLA-RESPA Integrated Disclosures	3	✓	
E16632	CRS 202: Effective Buyer Sales Strategies	9	•	
M16381	Required Salesperson and Broker Core	3	✓	
M16382	Required Salesperson and Broker Core: Examples of Age	3	✓	

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MB6383	Required Broker Core	- Brokerage Relationships, Misrepr	3	✓	
The CE Shop	o. Inc				
5670 Greenwo	ood Plaza Blvd Ste 420 illage CO 80111 op.com	Code CESHO Rebecca Piltingsrud rebecca.piltingsrud@theceshop Dan Tracy dan@theceshop.com		(720) 390-380	
Fax (888) 70	08-8212	education@theceshop.com		support@thece	eshop.com
Course O	<u>fferings</u>		Hours	Classroom	Distance
E16017	Sign Here: Contract La	aw on E-Signatures	3		
E16018	Advocating for Short S	Sale Clients	3		<b>✓</b>
E16137	Diversity: Your Kaleido	oscope of Clients	3		✓
E16139	From Contract to Keys	: The Mortgage Process	6		✓
E16140	Keeping it Honest: Un	derstanding RE and Mortgage Frau	3		✓
E16141	Title and Escrow: Two	Families, One Transaction	3		✓
E16147	Today's MLS: New Pa	radigms, Better Results	3		✓
E16148	Going Green: The Env	rironmental Movement in Real Estat	3		•
E16149	Roadmap to Success:	Business Planning for Real Estate	3		✓
E16151	Real Estate Investors	and Your Business	3		✓
E16154	Seniors Real Estate S	pecialist (SRES designation course	9		✓
E16156	Online Risk Managem	ent	3		•
E16157	At Home with Diversity	1	8		✓
E16158	Real Estate Marketing	Reboot: Innovate>Relate>Different	6		✓
E16159	RPR: Real-Time Data	Market Knowledge, Informed Cons	3		✓
E16160	Generation Buy		6		•
E16494	Anatomy of Commerc	al Building	3		•
E16495	The Fundamentals of	Commercial Real Estate	3		•
E16498	REO Properties: Resp	onsibilities, Education & Opportuniti	6		•
E16506	Client Advocacy in Co	mmercial Real Estate	3		•
E16507	Investment Strategies	in Commercial Real Estate	3		✓
E16511	Hot Market Strategies		3		•
E16583	Protect Your Clients w	ith Data Privacy & Security	3		<b>✓</b>
E16584	Did You Serve - Identi	fying Homebuying Advantages for	3		<b>✓</b>
E16585	Code of Ethics: Good	for Your Clients & Your Business	3		•
E16586	Military Relocation Pro	fessional Certification	6		<b>✓</b>
E16591	Commercial Ethics		3		✓
E16599	Discovering Commerc	ial Real Estate	3		✓
E16603	Expanding Housing O	pportunities	3		✓
E16604		sures: What Pros Need to Know	6		<b>✓</b>

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New Home Constructi	on & Buyer Rep: Pros, Product, Pro	6		✓
Home Sweet 2nd Home: Vacation, Inv, Luxury Properties				✓
Accredited Buyer's Re	presentative Designation Course	9		✓
Seller Representative	Seller Representative Specialist (SRS) Designation Cours			✓
Personal Safety	Personal Safety			✓
REALTOR Code of Et	hics Training	3		✓
Pricing Strategies: Ma	stering the CMA	6		<b>✓</b>
Real Estate Safety Ma	tters: Safe Business=Smart Busine	3		<b>✓</b>
Attracting Online Cons	sumers: Listings and Syndication	3		✓
Required Salesperson	& Broker Core: Taking the Mystery	3		<b>✓</b>
REQUIRED BROKER	CORE: Commercial Landlord Repr	3		✓
REQUIRED BROKER	CORE: Determining Value of Com	3		<b>✓</b>
Required Broker Core	: Leadership Safari:Brokerage to N	3		<b>✓</b>
Z 85260 cove.com d17-1000	Steven Jordan  help@trainingcove.com			
Offerings		Hours	Classroom	Distance
				Distance
Introduction to Propert	y Appraisal	3		Distance ✓
Building Green, Buildin		3		
·	ng Smart			•
Building Green, Buildin	ng Smart Estate Professionals	3		<b>✓</b>
Building Green, Building Fair Housing for Real	ng Smart Estate Professionals	3		<ul><li>✓</li><li>✓</li></ul>
Building Green, Building Fair Housing for Real Drugs, Disasters and Cortners If tk KS 66210	Estate Professionals Other Disclosures  Code TRAININ Tameka Bryant tamekang@gmail.com Judy Johns	3		
	Home Sweet 2nd Hom Accredited Buyer's Re Seller Representative Personal Safety REALTOR Code of Et Pricing Strategies: Ma Real Estate Safety Ma Attracting Online Cons Required Salesperson REQUIRED BROKER REQUIRED BROKER Required Broker Core  Ve 1 St #106 Z 85260 COVE.com	Accredited Buyer's Representative Designation Course Seller Representative Specialist (SRS) Designation Cours Personal Safety REALTOR Code of Ethics Training Pricing Strategies: Mastering the CMA Real Estate Safety Matters: Safe Business=Smart Busine Attracting Online Consumers: Listings and Syndication Required Salesperson & Broker Core: Taking the Mystery REQUIRED BROKER CORE: Commercial Landlord Repr REQUIRED BROKER CORE: Determining Value of Com Required Broker Core: Leadership Safari:Brokerage to N  Ve 1 St #106 St #285260 Cove.com 117-1000	Home Sweet 2nd Home: Vacation, Inv, Luxury Properties  Accredited Buyer's Representative Designation Course  Seller Representative Specialist (SRS) Designation Cours  Personal Safety  REALTOR Code of Ethics Training  Pricing Strategies: Mastering the CMA  Real Estate Safety Matters: Safe Business=Smart Busine  Attracting Online Consumers: Listings and Syndication  Required Salesperson & Broker Core: Taking the Mystery  REQUIRED BROKER CORE: Commercial Landlord Repr  REQUIRED BROKER CORE: Determining Value of Com  Required Broker Core: Leadership Safari:Brokerage to N  Ve  St #106  Z 85260  Cove.com  help@trainingcove.com	Home Sweet 2nd Home: Vacation, Inv, Luxury Properties  Accredited Buyer's Representative Designation Course  Seller Representative Specialist (SRS) Designation Cours  Personal Safety  REALTOR Code of Ethics Training  Pricing Strategies: Mastering the CMA  Real Estate Safety Matters: Safe Business=Smart Busine  Attracting Online Consumers: Listings and Syndication  Required Salesperson & Broker Core: Taking the Mystery  REQUIRED BROKER CORE: Commercial Landlord Repr  REQUIRED BROKER CORE: Determining Value of Com  Required Broker Core: Leadership Safari:Brokerage to N  Ve  1 St #106  Code TCOVE  Steven Jordan  help@trainingcove.com

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E16630

The Virtual Brokerage

**✓** 

UMKC - Lewis White Real Esta 5110 Cherry St, Ste 217 Kansas City MO 64110		te Center Code UMKC James DeLisle delislej@umkc.edu		Alternate Loca	tion/Contact Inf
Phone(816) 2 Fax (816) 2		Danya Turkmani		(816) 235-5188 turkmanid@un	
Course C	<u>)fferings</u>		Hours	Classroom	Distance
E16414	Real Estate Trends and	d Investment Criteria	6	✓	
E16415	Legal Context of Real I	Estate Decision Making	9	✓	
E16416	Market Analysis		9	✓	
Van Educati 5345 Arapaho Boulder, CO 8 www.vaned.c Phone(800) 4 Fax	oe Ave Ste 7 80303 om	Code VanEd Caroline Litwinski caroline@vaned.com Clay Malcolm 877-742-1270		Alternate Loca New Direction Louisville, CO cmalcolm@ndi	80027
Course C	Offerings		Hours	Classroom	Distance
E16619	Broker's Guide to RE F	Purchases for IRAs & Qualified Pla	4	✓	
730 N Main Wichita KS 67 Phone (316) 2 Fax		Code WABA Wesley E. Galyon debra@wabahome.com Debra Moore		Alternate Loca	tion/Contact Inf
Course C	Offerings		Hours	Classroom	Distance
E16438	Certified New Home Sa	ales Professional	9	✓	
E16439	IRM IV - New Home Sa	ales Management/Strategies/Traini	9	✓	
E16440	Advanced CSP I		9	✓	
E16441	The Main Event(s) - Kr	ock Out New Home Marketing	4	✓	
E16442	The Answer to the Que	estion Is Now!	4	✓	
E16443	10 Point Game Plan fo	r Achieving Business Success in R	4	✓	
E16444	Closing the Sale		4	✓	
E16445	Creative Marketing vs	Selling	4	✓	
E16446	25 Tough Market Home	e Selling Secrets	4	✓	
E16447	Creating Urgency in a	Non-Urgent Housing Market	4	✓	
E16448	Effective Marketing on	a Shoestring Budget	6	✓	
E16449	Internet Marketing: Tak	king New Home Sales to the Next L	3	✓	
E16450	Low Cost Marketing St	rategies	6	✓	
E16577	Selling the Newly Cons	structed Home	4	✓	

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E16578	The New Home Buying Process		4	<b>✓</b>	
Wichita State 185 Fairmount Wichita KS 672  Phone(316) 97 Fax (316) 97	206-0077 8-7163	Code WSU Dr. Stanley Longhofer realestate@wichita.edu		Alternate Loca	tion/Contact Inf
Course Of	<u>ferings</u>		Hours	Classroom	Distance
E16496	RE Investment Dispos	tion Analysis	3	<b>✓</b>	

If you need this list in a larger font or other accomodation, please email krec@krec.ks.gov.

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